

Bill To:  
State of Idaho  
\*\*\*\*

Send invoices to the address listed  
below or as indicated in the  
comments or instructions field  
Boise, ID 83720-0075



Statewide Blanket Purchase Order  
Contract Renewal

State  
of  
Idaho

THIS NUMBER MUST APPEAR  
ON ALL DOCUMENTS

Statewide Blanket Purchase Order  
SBPO1245 - 03

<b>DELIVER TO:</b> State of Idaho Various Agencies Various State Agencies located throughout Idaho **** Various, ID 83701	<b>Date:</b> Tue Apr 15 2008  <b>F.O.B:</b> Destination <b>Terms:</b>
<b>VENDOR:</b> CRI Advantage, Inc. 6151 North Discovery Way Boise, ID 83713 Attn: Sales Rep Vendor Nbr: 17684 Emailed To: pthompson@criadvantage.com Phone: 208 287-4136 Fax: 208 343-2593 Account Number: P00000024002	<b>Start of Service Date</b> Thu May 01, 2008 <b>End of Service Date:</b> Thu Apr 30, 2009  <b>RFQ#:</b> RFQ05113 <b>DOC#:</b> PREQ11030

File Attached:  
☐ criadvantage\_costproposal.pdf  
☐ 050107\_CRI\_Billing\_Rates.xls  
☐ 080501\_CRI\_Advantage\_08Renewal\_Pricing.pdf

Buyer: GREGORY LINDSTROM 208-332-1609

Item No	Description	Quantity UOM	Unit Price	EXTENSION
000	BLANKET PURCHASE AGREEMENT ( line item particulars follow )	1 lot		750000.00
	Total:			750000.00
Blanket Comments:	***SBPO1245-01 is modified to attach the file titled, "080501_CRI_Advantage_08Renewal_Pricing.pdf". NO OTHER CHANGES NOTED.***			
	PROGRAMMING SERVICES CONTRACT SBPO1245-01 RENEWAL			
	This contract renewal and the provisions hereof are hereby made part of that certain State of Idaho contract number SBPO1245-01, for PROGRAMMING SERVICES dated April 27, 2007 for ALL ELIGIBLE POLITICAL SUBDIVISIONS OR PUBLIC AGENCIES, between CRI Advantage, Inc. as "Contractor" and the State of Idaho as "State." Contractor and State hereby agree as follows:			
	All of the terms and conditions contained in the Contract shall remain in full force and effect, except as expressly modified herein. The effective date of this renewal is MAY 1, 2008.			
	This contract is renewed for ONE (1) YEAR commencing MAY 1, 2008 and expiring APRIL 30, 2009. The same terms and conditions prevail for the contract renewal period.			
	The dollar amount listed in the contract renewal pricing is an estimate and cannot be guaranteed. The actual dollar amount of the contract may be more or less depending on the actual orders, requirements, or tasks given to the Contractor by the State or may be dependent upon the specific terms of the Contract.			
	SIGNED AND DATED ACCEPTANCE LETTER FROM CRI Advantage, Inc. ON FILE AT THE DIVISION OF PURCHASING			
Item No	Description	Quantity UOM	Unit Price	EXTENSION
1	PROGRAMMING SERVICES  ( 920-22 ) ( nt )	2 YEAR	250000.00	500000.00
	Instr: Per pricing in proposal submitted for RFP01747, for categories 1, 2, 3, 4, per the attached cost proposal.			
2	One (1) year renewal for Programming Services ( 920-00 ) ( nt )	1 YR	250000.00	250000.00

	<div>.....NOTICE OF STATEWIDE CONTRACT (SBPO) AWARD</div> <div>Contract for Programming Services for the benefit of State of Idaho Agencies, institutions, and departments and eligible political subdivisions or public agencies as defined by Idaho Code, Section 67-2327. The requisitioning agency will issue individual releases (delivery or purchase orders) against this Contract on an as needed basis for a period of two (2) years commencing May 1, 2006 and ending April 30, 2008, with the option to renew for three (1) additional one (1) year periods.</div> <div>Contract Title:.....Programming Services</div> <div>Public Agency Clause: .....Yes</div> <div>Contract Administration:.... Gregory Lindstrom</div> <div>---Phone Number:.....208-322-1609</div> <div>---E-Mail:.....gregory.lindstrom@adm.idaho.gov</div> <div>Contractor's Primary Contact</div> <div>---Attn:.....Trevor Arana</div> <div>---Address:.....6151 N Discovery Way</div> <div>---City, State, Zip:.....Boise, ID 83713</div> <div>Phone Number:.....208-631-9101</div> <div>Toll Free Number:.....888-343-9192</div> <div>Fax Number:.....208-342-2593</div> <div>E-Mail:.....tarana@criadvantage.com</div> <div>CONTRACTOR: Ship to the FOB DESTINATION point and BILL DIRECTLY to the ORDERING AGENCY. DO NOT MAIL INVOICES TO THE DIVISION OF PURCHASING. Notating the Contract Award Number on any invoices/statement will facilitate the efficient processing of payment.</div>
General Comments:	Instructions:
	Freight / Handling Included in Price
	By: GREGORY D. LINDSTROM

**AMENDED ATTACHMENT F**  
**Cost Proposal**

Submitted By: CRI Advantage, Inc.

The following rates per hour are bid in response to the Information Technology Contracted Services RFP:

**Category #1 Data Services**

We are bidding on this category of services:	<input type="checkbox"/>	YES	<input checked="" type="checkbox"/>	x	<input type="checkbox"/>	NO	<input type="checkbox"/>
							<b>RATE PER HOUR</b>
Data Warehouse Technical Specialist							\$90
Data Warehouse Data Query Specialist							\$80
Data Administrator- Oracle							\$65
Data Administrator- SQL Server							\$65
Data Administrator- Other							\$65

**Category #2 Programming Services**

We are bidding on this category of services:	<input type="checkbox"/>	YES	<input checked="" type="checkbox"/>	x	<input type="checkbox"/>	NO	<input type="checkbox"/>
							<b>RATE PER HOUR</b>
Mainframe Programmer							\$60
Web Developer- JAVA							\$65
Web Developer- .net							\$65
Web Developer- Other							\$65
Senior Programmer- Server-Based Systems							\$85
Programmer- Server-Based Systems							\$65

**Category #3 Integration/Analysis/Design Services**

We are bidding on this category of services:	<input type="checkbox"/>	YES	<input checked="" type="checkbox"/>	x	<input type="checkbox"/>	NO	<input type="checkbox"/>
							<b>RATE PER HOUR</b>
System Tester							\$45
Systems Analyst							\$95
Security Analyst							\$110
Systems Architect							\$110
Imaging/Document Analyst							\$80
Web Designer							\$60
Database Designer							\$55
Project Manager							\$85
GIS Analyst							\$93

**Category #4 System Support Services**

We are bidding on this category of services:	<input type="checkbox"/>	YES	<input checked="" type="checkbox"/>	x	<input type="checkbox"/>	NO	<input type="checkbox"/>
							<b>RATE PER HOUR</b>
Network Technician							\$75
Server Administrator							\$70
Desktop Support Technician							\$43
Data Storage Administrator							\$70

Position Description	Current Billing Rate	New Rate	% increase
Data Warehouse Technical Specialist	\$90.00	same	0%
Data Warehouse Data Query Specialist	\$80.00	same	0%
Data Administrator - Oracle	\$65.00	\$68.00	5%
Data Administrator - SQL Server	\$65.00	\$68.00	5%
Data Administrator - Other	\$65.00	\$68.00	5%
Mainframe Programmer	\$60.00	\$63.00	5%
Web Developer - JAVA	\$65.00	\$68.00	5%
Web Developer - .Net	\$65.00	\$68.00	5%
Web Developer - Other	\$65.00	\$68.00	5%
Senior Programmer - Server-Based Systems	\$85.00	same	0%
Programmer - Server-Based Systems	\$65.00	same	0%
Systems Tester	\$45.00	\$47.00	5%
Systems Analyst	\$95.00	same	0%
Security Analyst	\$110.00	same	0%
Systems Architect	\$110.00	same	0%
Imaging/Document Analyst	\$80.00	\$84.00	5%
Web Designer	\$60.00	\$63.00	5%
Database Designer	\$55.00	\$58.00	5%
Project Manager	\$85.00	same	0%
GIS Analyst	\$93.00	same	0%
Network Technician	\$75.00	same	0%
Server Administrator	\$70.00	same	0%
Desktop Support Technician	\$43.00	\$45.00	5%
Data Storage Administrator	\$70.00	\$74.00	5%



3/05/08

Gregory Lindstrom  
State of Idaho I.T. Purchasing Manager  
RE: Master Blanket State I.T. Contract

Dear Gregory,

Please find below our new rates for the Master I.T. Contract (SBPO1245-01), effective May 1, 2008. Below the new Rate Table – and in way of justification - we at CRI have assembled fact sets and data points.

Please also note that the CRI contacts for the State are as follows:

Trevor Arana 208-631-9101 [tarana@criadvantage.com](mailto:tarana@criadvantage.com)  
Platt Thompson 208-869-9798 [pthompson@criadvantage.com](mailto:pthompson@criadvantage.com)

	Current Rate	New Rates	Increase %
<b>Category #1- Data Services</b>			
	<b>2008</b>		
Data Warehouse Technical Specialist	90.00	94.50	5.00%
Data Warehouse Data Query Specialist	80.00	84.00	5.00%
Data Administrator - Oracle	68.00	71.40	5.00%
Data Administrator - SQL Server	68.00	71.40	5.00%
Data Administrator - Other	68.00	70.72	4.00%

**Category #2 - Programming Services**

Mainframe Programmer	63.00	66.15	5.00%
Web Developer - JAVA	68.00	71.40	5.00%
Web Developer - .net	68.00	71.40	5.00%
Web Developer - other	68.00	71.40	5.00%
Senior Programmer Server Based Systems	85.00	87.55	3.00%
Programmer Server Based Systems	65.00	66.95	3.00%

**Category #3 - Integration/Analysis/Design Services**

System Tester	47.00	49.35	5.00%
Systems Analyst	95.00	95.00	0.00%
Security Analyst	110.00	115.50	5.00%
System Architect	110.00	115.50	5.00%
Imaging Document Analyst	84.00	85.68	2.00%
Web Designer	63.00	66.15	5.00%
Database Designer	58.00	60.90	5.00%

Project Manager	85.00	89.25	5.00%
GIS Analyst	93.00	93.00	0.00%

#### **Category #4 - System Support Services**

Network Technician	75.00	77.25	3.00%
Server Administrator	70.00	72.10	3.00%
Desktop Support Technician	45.00	45.00	0.00%
Data Storage Administrator	74.00	77.70	5.00%

In general, local and national market conditions are still increasing IT labor costs. Referenced are industry leading publications (referenced under Technology articles below).

- The Yoh Index of Technology Wages reached 112.93 during the second quarter of 2007, when indexed to January 2001 (1/2001 = 100), indicating a 4.29% increase in wage growth, when compared with the same period in 2006 – Yoh IT Index
- Technology professionals continued to be in high demand in 2007, with an annual average unemployment rate of 2.1 percent, ranking far below the national annual average of 4.6 percent, according to the Bureau of Labor Statistics. – Dice.com
- In 2007, contractors still had the largest gains at 3.7 percent – Dice.com
- According to the National Association of Computer Consultant Businesses (NACCB), which tracks IT employment on a monthly basis, IT employment was essentially unchanged (dipping by less than 0.05 percent) in January after surpassing the 3.8 million mark in December. On a year-over-year basis, IT employment grew 7.9 percent from January 2007 (growth in 2007 reflects a significant upward revision based on the annual revision of BLS data which took place this month). – NACCB.org

Data included below reflects Staffing Exchange IT labor rates from CRI's subscription to HotGigs, which includes data collected from

- 134,383 consultant members
- 4,937 hiring company members
- 19,736 staffing firm members
- Data Warehouse Technical Specialist, Data Warehouse Data Query Specialist, increase 5%: Data Warehousing bill rate (low): \$80.00, Data Warehousing bill rate (high): \$110.00, Stored Procedures bill rate (low): \$75.00, Stored Procedures bill rate (high): \$95.00
- Data Administrator, Oracle, SQL Server, Other increase 5%: Oracle DBA pay rate (low): \$55.25, Oracle DBA pay rate (high): \$97.50, SQL Server DBA pay rate (low): \$52.00, SQL Server DBA pay rate (high): \$81.25, MySQL pay rate (low): \$48.75, MySQL pay rate (high): \$58.50
- Mainframe Programmer, increase 5%: Adabas pay rate (low): \$42.25, Adabas pay rate (high): \$55.25
- Web Developer – Java, .NET, and Other increase 5%: ASP.Net pay rate (low): \$48.75



## CRI ADVANTAGE

*Business Driven Technology Solutions*

ASP.Net pay rate (high): \$65.00, JSP pay rate (low): \$48.75, JSP pay rate (high): \$61.75, PHP pay rate (low): \$45.50, PHP pay rate (high): \$58.50

- Senior Programmer Server based systems, increase 3%: C++ hourly bill rates, C++ bill rate (low): \$75.00, C++ bill rate (high): \$90.00
- Programmer Server based systems, increase 3%: C++ pay rate (low): \$48.75, C++ pay rate (high): \$58.50
- System Tester, increase 5%: System & Unit Testing pay rate (low): \$42.25, System & Unit Testing pay rate (high): \$55.25
- Security Analyst, increase 5%: System Security bill rate (low): \$75.00, System Security bill rate (high): \$95.00
- System Architect, increase 5%: Business Architecture bill rate (low): \$100.00, Business Architecture bill rate (high): \$150.00
- Image Document Analyst, increase 2%: Documentum bill rate (low): \$75.00, Documentum bill rate (high): \$95.00
- Web Designer, increase 5%: GUI Design pay rate (low): \$39.00, GUI Design pay rate (high): \$55.25
- Database Designer, increase 5%: Physical Database Design pay rate (low): \$55.25, Physical Database Design pay rate (high): \$81.25
- Project Manager, increase 5%: Infrastructure Project Management pay rate (low): \$65.00, Infrastructure Project Management pay rate (high): \$81.25
- Network Technician, increase 3%: Cisco pay rate (low): \$55.25, Cisco pay rate (high): \$71.50
- Server Administrator, increase 3%: Systems Administrator pay rate (low): \$61.75, Systems Administrator pay rate (high): \$81.25
- Data Storage Administrator, increase 5%: Storage Management bill rate (low): \$75.00, Storage Management bill rate (high): \$95.00

### Technology Wages articles

[http://www.yoh.com/yoh\\_about/yoh\\_news/press\\_releases/pr\\_71.htm](http://www.yoh.com/yoh_about/yoh_news/press_releases/pr_71.htm)

[http://marketing.dice.com/pdf/Dice\\_2007\\_TechSalarySurvey\\_1-31-08.pdf](http://marketing.dice.com/pdf/Dice_2007_TechSalarySurvey_1-31-08.pdf)

[http://www.naccb.org/employment-index/feb2008\\_it\\_release.pdf](http://www.naccb.org/employment-index/feb2008_it_release.pdf)

[http://www.hotgigs.com/marketing/consultants/template.cfm?page=research\\_rates](http://www.hotgigs.com/marketing/consultants/template.cfm?page=research_rates)

As always, Gregory, it is a pleasure doing business with the State of Idaho. Please do not hesitate to contact me regarding any of the information in this letter.

Take the best of care, Platt

Platt Thompson  
*Executive Vice President*  
208-869-9798  
CRI ADVANTAGE  
[www.criadvantage.com](http://www.criadvantage.com)